

Message Text

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P 201548Z APR 76

FM SECSTATE WASHDC

TO AMCONSUL ZAGREB PRIORITY

INFO AMEMBASSY BELGRADE PRIORITY

UNCLAS STATE 095328

E.O. 11652: NA

TAGS: BEXP, YO

SUBJECT: PRODUCT OPPORTUNITY - PETROL GAS PIPE LINE IN

--- SLOVENIA

REF: ZAGREB 70

1. AT MEETING ON WEDNESDAY, 14 APRIL OF LEON AND GROSS WITH GEN DIR ROZMAN AND DEPT MGR WERNIG REQUEST MADE TO CONTACT BROWN AND ROOT AND ASCERTAIN ADDITIONAL DATA ON THEIR PROPOSAL BY 30 APRIL.

2. DISCUSSIONS HELD WITH JOHN ALLEE, B AND R VICE PRESIDENT, WHO NOW PLANS TO HEAD TEAM THAT WILL BE IN LJUBLJANA ON OR BEFORE 30 APRIL. ALLEE NOW PLANS, AFTER ADDITIONAL REVIEW AT HOUSTON, LEAVE FOR PARIS FOR DISCUSSIONS WITH CEC INTERNATIONAL, WHO FORM 20 PERCENT OF THE TEAM, THEN ASSUMING NO HITCH PROCEED TO LJUBLJANA. ALLEE WILL BE IN DIRECT COMMUNICATIONS WITH PETROL. IT HAS BEEN RECOMMENDED TO ALLEE THAT IF ASSISTANCE NECESSARY HE CALL GROSS AT ZAGREB OR WALLER AT BELGRADE.

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3. FYI - ALLEE BELIEVES PRINCIPAL COMPETITOR IS MANNESMANN
OF FRG. ALLEE ALSO ADVISES B AND R IS VERY INTERESTED IN
THIS DEAL END FYI. ROBINSON

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